

SUCCESS STORY

PoolPak Technology Corporation
MANTEC

“Strategic planning is the most efficient way to chart the path forward. PoolPak has used MANTEC resources for over 20 years. PoolPak does not let dust gather on our strategic plan and as a result we have increased sales, improved operations and retained a skilled workforce.

" Robert Paley, President and CEO

Strategically Growing

ABOUT. PoolPak, International located in York, PA with 86 employees is a leading independent manufacturer of indoor pool environmental controls, focused around dehumidification systems. The company was established in 1986 and has been under current ownership since 2002. PoolPak serves a mix of residential, commercial and industrial markets.

THE CHALLENGE. PoolPak has worked with MANTEC, a NIST MEP affiliate, for over 20 years. PoolPak uses MANTEC as a valued manufacturing resource. The projects they've worked on spread across a range of services including LEAN, HR, IT and top line improvements. PoolPak is a proactive company that tackles market changes and adopts new technologies. Following the recession, it was clear that updating the strategic plan was required. MANTEC recommended a Qualified Solutions Provider to meet this need.

MEP'S ROLE. PoolPak developed and realigned its corporate strategic plan to provide the road map for targeted business decisions regarding markets, products and staffing needs. A revised Action Plan was also developed and implemented. This project helped position the company for sustained growth in both sales and profits. PoolPak exported products prior to this strategic plan. This plan sought to further develop the international sales. As a result of their diligence, exporting now accounts for 15% of total sales.

Also as part of the strategic plan, PoolPak accessed the Broadband Technology grant through MANTEC. The project will evaluate current systems, use by staff and identify opportunities to optimize these systems and staff capabilities. After evaluated, the new technologies implemented will play a vital role in achieving its strategic plans and vision for future growth.



RESULTS



\$750,000 new sales



3 new employees



15% of sales from exports



\$120,000 investment in technology

NEXT STEPS

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